

Message Text

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PAGE 01 WARSAW 05343 240912Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----037812 240914Z /23

P R 231504Z JUN 78
FM AMEMBASSY WARSAW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5814

UNCLAS WARSAW 5343

COMMERCE FOR BEWT/TDAD

EO 11652: NA
TAGS: BEXP PL
SUBJ: TRADE OPPORTUNITY - NEEDLE PRODUCTION MACHINERY

REF: WARSAW 2901

1. METAEXPORT HAS ADVISED US THEY ARE STILL SEEKING
CONTACTS WITH AMERICAN FIRMS FOR THIS MACHINERY. WE HAVE NOT
BEEN ABLE TO CONFIRM WHETHER A REPRESENTATIVE OF TORRINGTON CAME
TO POLAND IN RESPONSE TO REFTEL. MR. OSYPOWICZ SAYS NO ONE
HAS CONTACTED HIM. NEITHER HAS ANYONE VISITED THE TDC IN
THIS CONNECTION.

2. ON JUNE 16 MR. ANDRZEJ SIUDA, DIRECTOR OF A PLANT
IN SWIDNICA, NEAR WROCLAW, WHICH WILL USE THESE MACHINES,
VISITED THE U.S. PAVILION IN POZNAN TO PRESS FOR CONTACTS
WITH AMERICAN FIRMS. SIUDA SAID THAT MONEY IS AVAILABLE
TO BUY MACHINERY THIS YEAR, AND THAT GROSSBACHER OF WEST
GERMANY CANNOT GIVE METAEXPORT WHAT IT WANTS. HE SAID
IT IS IMPORTANT THAT
AMERICAN FIRMS BID ON THIS CONTRACT.

3. METAEXPORT HAS PROVIDED THE FOLLOWING TECHNICAL
DATA FOR THIS MACHINERY, WHICH WILL CONSTITUTE A COMPLETE
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PAGE 02 WARSAW 05343 240912Z

LINE FOR THE PRODUCTION OF SEWING NEEDLES:
MATERIAL:

STEEL N10E ACCORDING TO DIN C 100 W 1 NO. 15058 IN
ANNEALED COILS. TENSILE STRENGTH RM 70-90
KG/MM SQUARED.

CHEMICAL COMPOSITION:
C - 0.95 TO 1.04 PERCENT

MN - 0.15 TO 0.3 PERCENT

SI - 0.15 TO 0.3 PERCENT

YEARLY PRODUCTION:

30 MILLION, WITH LINE OPERATION ON TWO SHIFTS.

THE FOLLOWING DATA IS FOR A COMPLETE LINE FOR THE

PRODUCTION OF HACKLING NEEDLES, ACC TO:

DIN 64101/1961 DIN 64102/1965 DIN 64105/1962

DIN 64106/1962 DIN 64130/1962 DIN 61135/1963

YEARLY PRODUCTION:

NO. 4 - 13 50,000 PCS

14 - 20 400,000 PCS

21 - 25 350,000 PCS

26 - 29 300,000 PCS

30 - 33 150,000 PCS

FLAT NEEDLES:

0.5 - 1.0 150,000 PCS

1.1 - 1.5 100,000 PCS

LINE OPERATION 2,200 H.P.Y.

4. AS THIS APPEARS TO BE A WIDE-OPEN TRADE
OPPORTUNITY FOR A U.S. FIRM, AND ONE WITH A CERTAIN
DEGREE OF URGENCY, WE REQUEST USDOC TO CONTACT PO-
TENTIAL U.S. SUPPLIERS. IN ADDIT-
TION, WE WOULD ALSO LIKE TO KNOW OF RORRINGTON HAS
MADE ANY EFFORT TO WIN THIS CONTRACT.

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PAGE 03 WARSAW 05343 240912Z

5. INTERESTED FIRMS SHOULD DIRECTLY CONTACT
THE FOLLOWING PERSON:

MR. WOJCIECH EJBICH

FTO METAEXPORT

MOKOTOWSKA 49

P.O. BOX 442 AND 642

00-950 WARSAW, POLAND

TELEX: 814241 MEX PL

TELEGRAM: METALEX-WARSZAWA

IN VIEW OF TIME INVOLVED, WE RECOMMEND TELEX OR
A TELEGRAM.

SCHAUFLE

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NNN

Message Attributes

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